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POSTAL REGULATORY
COMMISSION
UNIT OF THE SECRET

February 28, 2018

U.S. Postal Regulatory Commission
901 New York Avenue NW, Suite 2000
Washington, DC 20268-0001

RE: Ten-Year Regulatory Review

Dear Commissioners,

As owner of King Solutions, Inc. and a member of the mail industry since 1991, I am writing in reference to the proposals found in the Ten-Year Regulatory Review. I am extremely concerned regarding the proposals and the negative impact of postal rates going forward. We are a logistics company. We currently employ 130 people. We move over 18,000 truckloads of direct marketing mail a year. We also move close to four billion pieces of direct marketing mail a year. We have been involved with the USPS destination entry program since February, 1991.

It is obvious that a decrease in production of direct marketing mail will have a significant impact on truck drivers, warehouse staff, office staff, IT staff, and sales staff. King Solutions has made substantial investments in property, buildings, equipment and staff to handle our current mail activity. The impact of increased postal rates, particularly on an ongoing basis, could have a devastating impact on the direct mail industry.

It is my sincere hope that you will seriously consider the response of the industry as you make your decisions going forward. If you so desire, you may contact me at any time for further discussion. My cellphone number is 612-723-2277.

Regards,

Michael N. Patterson
President
King Solutions, Inc.

KINGSOLUTIONS

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